

SASKATCHEWAN - KEY EXPORT SECTORS TO WORLD MARKETS

Agricultural and food products, mining products, fertilizers, petroleum, and agricultural and resource machinery.

POTENTIAL SASKATCHEWAN EXPORT INTERESTS IN MEXICO

Wheat, barley, oats, millet, canary seed, peas, lentils, alfalfa meal, honey, vegetable oils, pork, beef, milk powder, potash, potassium chloride and sulphate, telecommunications equipment and wire, construction and agricultural equipment, and printed circuits.

NAFTA OPPORTUNITIES FOR SASKATCHEWAN

- ◆ **Potash**
During the last four years, Saskatchewan has exported an average of more than \$5 million per year of potash. Under the NAFTA, Mexican tariffs will be eliminated immediately, resulting in opportunities for the province to increase its exports in this area.
- ◆ **Agricultural Industries**
Traditionally, Saskatchewan has been Canada's largest exporter of wheat and canola oil seeds to Mexico. It is estimated that the Mexican market for these products is at least \$100 million. Firms such as Newfield Seeds and Naber Seeds Inc. are currently working actively to increase their market shares in Mexico. Immediate phase-out of tariffs on dried peas, some dried beans, mustard flour, millet, honey, lentils, rye and buckwheat, as well as immediate conversion of Mexican import licences on wheat to a low tariff, will improve access for Saskatchewan companies and provide a competitive advantage.
- ◆ **Agricultural Equipment**
Early phase-out of Mexican tariffs will provide greater access and a competitive advantage for Saskatchewan manufacturers of agricultural equipment.
- ◆ **Ferrous and Non-Ferrous Metals**
Mexico's overall imports in this sector amount to almost \$2 billion a year. This is expected to increase as much as 14% a year over the next five years. Exports of steel products from Saskatchewan have particular potential for growth in Mexico.